

Subject: RE: Insurance

From: Robert Buente </o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=c7b1814176124b59b21d8fda30e507d8-bbuente>

Date: 04/24/2018 12:18 PM

To: 'Ellen Riotto' <ellen@southpark.la>

Did you check on Wesco's ratings?

Robert Buente

President/CEO

1010 Development Corporation

1001 South Hope Street

Los Angeles, CA 90015

213-749-0214 x202

bbuente@1010dev.org

From: Ellen Riotto <ellen@southpark.la>

Sent: Tuesday, April 24, 2018 12:03 PM

To: Robert Buente <bbuente@1010dev.org>; Channing Henry <channing.henry@gmail.com>

Cc: Robin Bieker <robin@biekerco.com>; Daniel Taban <daniel@jadeent.com>

Subject: Re: Insurance

Thanks for jumping on this so quickly. I'm going to move forward with HUB.

Also, I'm extending an offer today for Katie's replacement. The salary range I gave to the recruitment agency was \$60-\$65, based on experience. I interviewed four highly qualified candidates. The woman I'd like to bring on stood out for being sharp, dynamic, proficient, personable, and detail-oriented. I have no doubt that she will master the role in a couple months, and her curiosity and drive will allow her to grow into other areas of the BID operations. Her resume is attached if you're interested. I will let you know how this progresses.

RE: Insurance

From: Robert Buente <bbuente@1010dev.org <<mailto:bbuente@1010dev.org>> >
Date: Tuesday, April 24, 2018 at 11:54 AM
To: Ellen Riotto <ellen@southpark.la <<mailto:ellen@southpark.la>> >, Channing Henry <channing.henry@gmail.com <<mailto:channing.henry@gmail.com>> >
Cc: Robin Bieker <robin@biekerco.com <<mailto:robin@biekerco.com>> >, Daniel Taban <daniel@jadeent.com <<mailto:daniel@jadeent.com>> >
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Channing...I thought the same thing. That said Arroyo has always been one of the more spendy brokers for non profit insurance. HUB is pricing us as a non profit while it appears Arroyo has been pricing us as a service contractor that happens to be a non profit. I'm not sure that gives us "better" coverage but it certainly saves us a lot of money

Robert Buente
President/CEO
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bbuente@1010dev.org <<mailto:bbuente@1010dev.org>>

From: Ellen Riotto <ellen@southpark.la <<mailto:ellen@southpark.la>> >
Sent: Tuesday, April 24, 2018 11:30 AM
To: Channing Henry <channing.henry@gmail.com <<mailto:channing.henry@gmail.com>> >
Cc: Robert Buente <bbuente@1010dev.org <<mailto:bbuente@1010dev.org>> >; Robin Bieker <robin@biekerco.com <<mailto:robin@biekerco.com>> >; Daniel Taban <daniel@jadeent.com <<mailto:daniel@jadeent.com>> >
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Yes. The limits are either the same or higher. I'm baffled that we've been paying so much for so long.

Ellen Riotto
Executive Director
South Park BID

1100 S Flower St, #3400, Los Angeles, CA 90015 <x-apple-data-detectors://0/1>

o. 213-663-1112 <tel:213-663-1112>

24/7 <x-apple-data-detectors://1> : 866-560-9346 <tel:866-560-9346>

Sent from my iPhone

On Apr 24, 2018, at 11:28 AM, Channing Henry <channing.henry@gmail.com
<<mailto:channing.henry@gmail.com>> > wrote:

It's an alarmingly big difference. Do you feel comfortable with the level of coverage with HUB relative to Arroyo given that?

Channing Elise Henry
Alma Development and Advisory
channing@almadevelopment.com <<mailto:channing@almadevelopment.com>>
917-270-3140

On Apr 24, 2018, at 10:50 AM, Robert Buente <bbuente@1010dev.org
<<mailto:bbuente@1010dev.org>> > wrote:

I just revisited HUB's site and they have many many business lines they insure...not just entertainment

Robert Buente
President/CEO
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bbuente@1010dev.org <<mailto:bbuente@1010dev.org>>

From: Ellen Riotto <ellen@southpark.la <<mailto:ellen@southpark.la>> >
Sent: Tuesday, April 24, 2018 10:30 AM
To: Robert Buente <bbuente@1010dev.org <<mailto:bbuente@1010dev.org>> >;
Robin Bieker <robin@biekerco.com <<mailto:robin@biekerco.com>> >; Daniel Taban
<daniel@jadeent.com <<mailto:daniel@jadeent.com>> >; Channing Henry
<channing@almadevelopment.com <<mailto:channing@almadevelopment.com>> >
Subject: Insurance

All,

FYI I'm recommending that we switch insurance brokers. We've been using Arroyo Insurance Services, but I requested a quote from another broker (HUB) and here's the premium breakdown:

Coverage

Arroyo

HUB

General Liability

\$22,406.78

\$3,698.00

Excess Liability

\$15,164.21

\$8,500.00

Commercial Property

\$1,930.00

\$1,225.00

Workers' Comp

\$8,303.00

\$2,253.00

Cyber Liability

NA

\$95.00

Dir. & Officers

\$1,995.00

RE: Insurance

\$1,995.00

\$49,798.99

\$17,766.00

Detailed proposals are attached. You'll see in most cases, HUB has higher limits.

Unless I hear concerns from you, I'm going to move forward with HUB. I'd like to let them know by EOD today if possible.

Thanks,

Ellen

Ellen Riotto

Executive Director

<image001.png>

South Park Business Improvement District

1100 S Flower St, Suite #3400, Los Angeles, CA 90015

ellen@southpark.la <<mailto:ellen@southpark.la>> | o. 213 663 1112

southpark.la <<http://www.southpark.la/>> | Facebook <<http://fb.com/SouthParkLosAngeles>> | Twitter <<https://twitter.com/southparkla>> | Instagram <<https://www.instagram.com/southparkla/>>

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